

Monday and Tuesday • September 12 & 13, 1994 • San Francisco Airport Marriott

SPEAKER REGISTRATION FORM

Please update speaker info, and fill in hotel requests if any, then fax to:
Christine Astondoa, Event Coordinator at 212-696-9793.

Formal Name Brewster Kahle

Badge Name Brewster Kahle

Title President

Company WALS, Inc.

Address 1040 Noel Drive

City Menlo Park State CA Zip 94025

Telephone 415/617-0444 Fax # 415/327-6513

HOTEL RESERVATIONS

(San Francisco Airport Marriott • Burlingame, Calif. *Please complete the appropriate section.*)

Arrival Date _____ Departure Date _____

In order to guarantee your room, we need a credit card number.

☐ American Express ☐ Visa ☐ MasterCard ☐ Other _____

Name on card _____ Expiration date _____

Card Number _____

☒ I will not be needing hotel reservations.

☐ I have hotel reservations at: _____



BIOGRAPHY REQUEST SHEET (Please see Attached Bio and Resume)
Brewster Kahle

Current Position:

- President

Previous experience before joining WAIS:

- Before starting WAISTM, Inc., Brewster was one of the founding members of Thinking Machines Corp. of Cambridge, Mass. He designed the chips and processor boards for the company's early supercomputers.

Publications and/or honors, if any:

- → "An Executive Information System for Unstructured Files: Wide Area Information Servers." B. Kahle, et al. November 1991.
→ "Interfaces for Distributed Systems of Information Servers." B. Kahle, et al, March 1992.
→ "Parallel Free-Text Search on Connection Machine System," B. Kahle and Craig Stanfill. Communications of ACM, Vol. 29, No. 12, December 1986.

Education, **please include** degrees, majors, and institutions:

- BSEE, Massachusetts Institute of Technology,
where he worked with Danny Hillis and
Marvin Minsky.

SAMPLE BIO:

Richard A. Shaffer

- Principal of Technologic Partners, and Editor and Publisher of *ComputerLetter* and *VentureFinance*
- Prior to founding Technologic Partners in 1984, spent 15 years in reporting, editing, and management positions at Dow Jones, most recently as science and technology editor of *The Wall Street Journal*
- His commentary on the industry also appears in *Forbes*
- BA in philosophy from the University of Oklahoma

COMPANY PROFILE for: Wide Area Information Servers (WAIS™), Inc.

Please describe your company using the format below. All material will be retyped in 12-point type to fit on one page

1. **Company Description:** Describe your company in a single sentence of 25 words or less.

WAIS develops electronic publishing software products, including high-performance Unix information servers and front ends for most popular operating systems, and offers consulting, systems integration, and publishing services for customers wishing to establish WAIS-based systems or services.

2. Year firm established: 1992 3. Number of employees: 12

4. **Ownership:** (circle one) Public or Private

Public companies complete Section A; Private companies complete Section B.

Section A – Public Companies

Stock Symbol: _____ Exchange: _____

Three Year Summary:

	Period Ending	Revenue (\$ millions)	Operating margin%	EPS (fully diluted)
Most Recent Quarter	_____	_____	_____	_____
FY 1994*	_____	_____	_____	_____
FY 1993	_____	_____	_____	_____
FY 1992	_____	_____	_____	_____

Share price on 7/15/94: _____ Market Cap (\$ millions): _____

52 Week range: _____ Shares Outstanding (millions): _____

* If FY94 figures not available, then please provide FY91 figures for complete Three Year Summary

Section B – Private Companies

Total equity investment to date: \$ _____ Valuation: _____

Principal Investors: (in alphabetical order): _____

Future Financing Plans: _____

5. **Company Profile:**

On a **separate** page discuss your products and services. What are your key markets? Where do you fit within the industry? How do you differ from apparently similar companies? What future plans are of interest to investors?

This should be no longer than one page, double-spaced. If necessary, company profiles will be edited for space. Please attach profile to this page.

6. **Attendees at conference:**

List full name, including middle initial and title, of each executive attending the conference.
This form is NOT to be used as a registration form.

An appropriate registration form **MUST** be received for each person listed below. For speaker, please fill in Speaker Registration form. For anyone else, please fill in Non-Speaker Registration form, or a registration form from any of our brochures.

Brewster Kahle, President

7. **General Information:**

Please indicate your company's **MAIN** telephone number, fax number, and mailing address.
Do NOT put your direct office phone number.

Address 1040 Noel Drive

City Menlo Park State CA Zip 94025

Telephone 415-617-0444

FAX 415-327-6513

You can fax or mail your completed company profile to:

Rob Johnson

Technologic Partners

419 Park Avenue South, Suite 500

New York, NY 10016

fax: 212-696-9793 • phone: 212-696-9330

Please do not forget to include Question 5 with this form.

Company Overview

WAIS Inc. is dedicated to spreading the use of computers and networks for the distribution of information. Its founders are drawn from a consortium of Thinking Machines, Apple, Dow Jones, and Peat Marwick personnel that created the original Wide Area Information Servers (WAIS) specifications. With WAIS technology, users have access to personal, organizational, and published information from virtually any user environment.

Based in Menlo Park, California, WAIS Inc. offers an entire suite of electronic publishing software products, including high-performance Unix information servers and front ends for most popular operating systems. In addition, WAIS Inc. offers consulting, systems integration, and publishing services for customers wishing to establish WAIS-based systems or services.

WAIS customers and users

WAIS Inc. is uniquely positioned to assist government and commercial organizations who wish to serve networked communities.

On the international Internet, the number of publicly available WAIS services has grown dramatically since the first WAIS tools were released in the Spring of 1991, with over 350 information sources currently being served. Informal research indicates that WAIS usage is doubling every six months, with servers now active in 12 countries, and with over 20,000 users in 28 countries. Current WAIS Inc. projects include contracts and support for a significant number of government agencies, library systems, and information services, including: • Environmental Protection Agency (EPA) • Library of Congress • Department of Energy (DOE) • Rice University • Perot Systems.

By making commercial tools available on industry standard operating systems, WAIS Inc. has lowered the cost of providing state of the art electronic publishing services. Also, by supporting the development of so many independent publishing efforts, WAIS Inc. personnel have the experience required to streamline the process of bringing an electronic publishing system online in as short a time as possible.

The benefits of using WAIS Inc. technology

WAIS Inc. tools provide a cost effective platform for information access and distribution. Breakthroughs in workstation technology and network bandwidth allow servers to deliver information at a fraction of the cost of host-centric systems, paper, or fiche. The scalable nature of WAIS technology will yield dramatic new information services as networks deliver digital video, sound, and other rich data formats.

WAIS Inc. is propelled by the vision of wide area electronic publishing. By partnering and pioneering, WAIS Inc. sees as its mission the creation of an industry now in its infancy. This is computers serving people, and that is what WAIS Inc. is all about.

WIDE AREA INFORMATION SERVERS, INC.1040 Noel Drive Suite 102
Menlo Park, CA 94025
(415) 617-0444UNIVERSITY NATIONAL BANK
& TRUST COMPANY
PALO ALTO • MENLO PARK

1035

90-3800/1211

PAY One hundred dollars only DOLLARSCHECK
AMOUNT

DATE	TO THE ORDER OF	DESCRIPTION	CHECK NO.
7/21/94	Technologic Partners	A/V Coordination	1035

\$ 100 00

C489

419 Park Ave South, Ste 500
New York NY 10016FOR Conf. "Digital Media Outlook" 9/9/94

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02205262101

WIDE AREA INFORMATION SERVERS, INC.

1040 Noel Drive Suite 102
Menlo Park, CA 94025
(415) 617-0444

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PALO ALTO • MENLO PARK

1035

90-3800/1211

PAY One hundred dollars only DOLLARS

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419 Park Ave South, Ste 500
New York NY 10016

FOR Conf "Digital Media Outlook" 9/9/94

[Signature]

⑈001035⑈ ⑆121138000⑆

02205262⑈01

WAIS*Inc*

*Wide Area Information Servers
1040 Noel Drive
Menlo Park, California 94025
415-327-WAIS
FAX 415-327-6513*

FAX Cover Sheet

Date: July 21, 1994

To: Ms. Christine Astondoa
Technologic Partiners

FAX: 212-696-9793
Phone: 212-696-9793 7330

From: Judy Chen

FAX: 415-327-6513
Phone: 415-617-0444

Pages Transmitted (including cover sheet): 90

Remarks:

Enclosed please find completed speaker registration forms for Brewster Kahle of WAIS, Inc. to the Digital Media Outlook Conference. A hard copy will follow in the mail.

Please call me if you have any questions.



Technologic Partners

July 11, 1994

Brewster Kahle
President
WAIS
1040 Noel Drive
Menlo Park, CA 94025

Dear Brewster,

On behalf of Technologic Partners, I am pleased to confirm your participation at the Digital Media Outlook conference. The conference is scheduled for Monday and Tuesday, September 12 & 13, 1994, at the San Francisco Airport Marriott. Over 500 attendees are expected.

The enclosed fact sheet outlines the steps you'll need to take to prepare for this conference. I have also enclosed a preliminary agenda. If you are doing a management presentation on Monday, September 12, you will be receiving a fax with your speaking times within the next few weeks.

As outlined in the fact sheet, all speakers must complete and return the enclosed forms by **Friday, July 22nd**. Information received after this date may not be included in the program book. Please use the provided check list to ensure that all forms are returned. The packet you return to us should include the speaker registration form with any hotel requests, speaker biography and photo, company profile, A/V request form with payment of the \$100 coordination fee required of all management presenters, and any additional conference registration forms.

A sample biography is included to familiarize you with our format. If you have previously participated in one of Technologic's conferences, the enclosed copy of your biography and company profile should be updated if necessary.

Also enclosed is an attendee registration form for those who wish to attend the conference. There is no charge for speakers. Each additional attendee from your company will be required to pay the registration fee of \$1,295 if they register before July 22, and \$1,495 after that date.

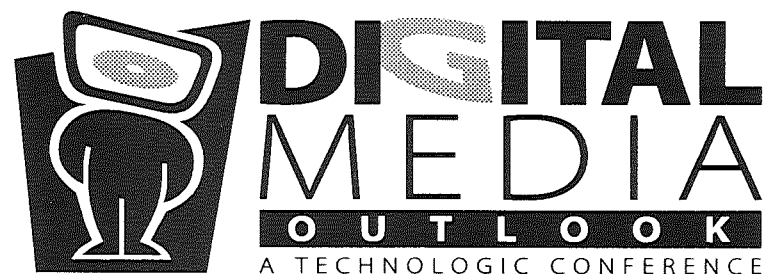
All management presenters and keynote speakers must fill out the enclosed A/V request form, even if you are not planning to use any audio/visual equipment.

Please call me at 212-696-9330 if you have any questions along the way. Also, Dick Shaffer is available to discuss program content at any time. I look forward to welcoming you on September 12. See you then.

Sincerely,


Christine Astondoa
Events Coordinator

Enclosures



September 12 & 13, 1994, San Francisco Airport Marriott

Check-off list

Please be sure to enclose the following when you return your package to Rob Johnson:

- ☐ Speaker Registration Form, with hotel requests
- ☐ Speaker Biography
- ☐ Company profile form **with** Question 5 attached
- ☐ Speaker Photo
- ☐ A/V Request Form (A/V is not available for panels)

**NOTE: ALL ITEMS MUST BE SENT TO CHRISTINE ASTONDOA BY FRIDAY, JULY 22nd.
MATERIALS RECEIVED AFTER THIS DEADLINE MAY NOT BE INCLUDED IN THE CONFERENCE PROGRAM BOOK.**